

Message Text

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14

ACTION EUR-25

INFO OCT-01 ADP-00 MC-02 FTC-01 AID-20 EB-11 COME-00

TRSE-00 CIAE-00 INR-10 NSAE-00 RSC-01 OMB-01 SS-15

NSC-10 L-03 PA-03 USIA-12 PRS-01 RSR-01 /117 W

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R 210840 Z APR 73

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 6412

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E. O. 11652 N/ A

TAGS: ETRD, BU

SUBJECT: CONTROL DATA SEEKS JOINT VENTURE IN BULGARIA

REF: (A) STATE 075298, (B) SOFIA' S 449

1. IN CONVERSATION APRIL 20 TWO VICE PRESIDENTS CONTROL DATA CORPORATION MINNEAPOLIS BRIEFED EMBOFF ON FIRM' S EFFORT TO ESTABLISH JOINT VENTURE FOR PRODUCTION OF DISC DRIVES AND OTHER PERIPHERAL COMPUTER HARDWARE. ACCORDING TO CONTROL DATA BULGARIANS HAVE SUPURB CAPABILITY TO PRODUCE SUCH ITEMS TO US SPECIFICATIONS, ONE AMERICAN GOING SO FAR AS TO SAY THAT BULGARIAN FACTORY AT STARA ZAGORA IS " FINEST I HAVE EVER SEEN, INCLUDING IN US." PRODUCTION AND SALES ARRANGEMENTS WOULD BE SIMILAR TO THOSE ARRANGED RECENTLY BY CONTROL DATA IN ROMANIA.

2. IN ADDITION US REPRESENTATIVES EXTREMELY OPTOMISTIC ABOUT SALE OF COMPUTER THIS YEAR TO VARNA SHIPYARDS (WHICH BEING AIDED BY UNDP). IN DOLLAR TERMS CONTROL DATA ESTIMATES \$1.5 MILLION SALES BULGARIA 1973, INCREASING TO 3 MILLION 1974, 5 MILLION 1975.

3. CONTROL DATA IS TO HOST GROUP OF BULGARIAN COMPUTER SPECIALISTS IN US, NOW PLANNING TO MEET THEM IN CHICAGO MAY 3. ALTHOUGH BULGARIANS AWARE VISAS HAVE BEEN

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AUTHORIZED, VISAS NOT YET BEEN PICKED UP, GIVING RISE
TO SPECULATION THAT VISIT MAY BE CANCELLED IN WAKE OF
LUKANOV POSTPONEMENT. (REF A). LUKANOV GROUP ALSO
HAD BEEN SCHEDULED BE IN CHICAGO THAT DATE, AS HAD BALKANCAR
REPRESENTATIVES. (REFTEL B).
HOUSTON

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

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